



Farris Partner James Hatton features in the June 25, 2009 edition of the Vancouver Sun.

Drugs and Honey

THE VANCOUVER SUN

June 25, 2009 edition of The Vancouver Sun - By Malcolm Parry

Farris, Vaughan, Wills & Murphy LLP law firm senior Partner James Hatton wears ponderous headgear, too. With a veil, no less. But he's no cross-dresser. He's an apiarist, with beehives at the family home from which he and wife Jennifer give away jars of what they label Hatton Honey of Dunderave, West Vancouver.

There's little giving away at the negotiating table, though. Hatton was there recently for this year's fourth-biggest drug-licensing transaction worldwide, and the largest-ever in Canada. That was the \$800-million US undertaking between Merck & Co., Inc. and city-based Cardiome Pharma Corp. to develop and commercialize the atrial-fibrillation drug vernakalant. The result almost doubled Canada's previous title-holder -- the \$497-million US deal in 2007 that gave Eli Lilly and Co. exclusive worldwide rights to BioMS Medical Corp.'s multiple-sclerosis compound, MBP-8298.

Hatton, who also practises patent and copyright law, may be Canada's only specialist in what he calls the "esoteric practice area" of drug collaboration that sees firms spend some \$100 million on research before producing a marketable drug. With the recession closing stock-market doors for them, "They've had to sell off part of their drug-development program earlier than they might have otherwise." However, "Here's the good news. I've spent the last year out-licensing to keep companies alive. But now" -- pointing to the Merck-Cardiome deal -- "local companies are licensing in technology they want to develop."

Now, in what he calls "my vocation and avocation coming together," Hatton represents beekeeping mentor John Gibeau's Honeybee Centre in a potential research agreement with Brock University in St. Catharines, Ont., "on the therapeutic qualities of different honeys."

An 1861 patent document and model in Hatton's office shows how inventor Elsberry L. Jinnett proposed to lure rapacious miller moths into a hive's jail-like secondary chamber with no access to the honeycomb. Although appealing to lawyers and deal-makers alike, it was the main chamber that first attracted Hatton. "I got interested in the harsh, medieval nature of bees, where drones are killed and the queen mates once and is kept in the dark for the rest of her life."

About James Hatton

James is a commercial solicitor with over 20 years of experience assisting companies to exploit the value of their intellectual property assets, focussing on licensing and related transactions. He is the partner responsible for the Technology Group at Farris.

James can be contacted by phone (604) 661-9324 or email: jhatton@farris.com

Vancouver

2500 - 700 W Georgia St
Vancouver, BC
Canada V7Y 1B3

Tel 604 684 9151
Fax 604 661 9349

Kelowna

800 - 1708 Dolphin Ave
Kelowna, BC
Canada V1Y 9S4

Tel 250 861 5332
Fax 250 861 8772

Victoria

208 - 852 Fort Street
Victoria, BC
Canada V8W 1H8

Tel 250 405 1980
Fax 250 405 1984

www.farris.com